

2045857025

**MARCH 1995
SHIPMENT SUMMARY
VOLUME & SHARE**

Revised as of 4/12/95

	VOLUME				VOLUME % CHANGE			
	<u>MAR.</u>	<u>3MM</u>	<u>YTD</u>	<u>12MM</u>	<u>MAR.</u>	<u>3MM</u>	<u>YTD</u>	<u>12MM</u>
Industry	41,330	109,942	109,942	484,336	0.6%	-4.6%	-4.6%	3.0%
PM	19,085	50,530	50,530	220,237	10.5%	1.7%	1.7%	10.0%
RJR	10,360	28,230	28,230	126,070	-8.9%	-13.7%	-13.7%	-8.6%
B&W	7,719	20,325	20,325	90,611	-4.1%	-5.2%	-5.2%	5.2%
Lorillard	3,210	8,608	8,608	36,531	-0.2%	-0.7%	-0.7%	6.0%
Liggett	948	2,226	2,226	10,789	-18.8%	-19.3%	-19.3%	-5.0%

	SHARE				SHARE CHANGE			
	<u>MAR.</u>	<u>3MM</u>	<u>YTD</u>	<u>12MM</u>	<u>MAR.</u>	<u>3MM</u>	<u>YTD</u>	<u>12MM</u>
PM	46.18	45.96	45.96	45.47	4.14	2.86	2.86	2.89
RJR	25.07	25.68	25.68	26.03	-2.61	-2.71	-2.71	-3.31
B&W	18.68	18.49	18.49	18.71	-0.91	-0.10	-0.10	0.39
Lorillard	7.77	7.83	7.83	7.54	-0.07	0.31	0.31	0.21
Liggett	2.29	2.03	2.03	2.23	-0.55	-0.37	-0.37	-0.19

* Based on MSA Total US Database

Month/EJ